

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Newton Falls Fine Papers, LLC

#### New York Manufacturing Extension Partnership

#### Newton Falls Fine Paper: Energy Improvements Came at a Critical Time

**Client Profile:**

Newton Falls Fine Paper LLC (NFFP) manufactures specialty papers. The company employs 104 people at its facility in Newton Falls, New York.

**Situation:**

Newton Falls Fine Papers, LLC acquired and reopened the Newton Falls putting about 100 people back to work. Not too long after this, the paper industry went into a tail spin due to the economic downturn, an event that severely threatened the company's survival. Even before the economic downturn, using fuel oil for process heat, NFFP realized that it had to make some equipment changes to save on energy costs. The St. Lawrence Co. Industrial Development Agency suggested that NFFP apply through the Council for International Trade, Technology, Education and Communication (CITEC), the New York Manufacturing Extension Partnership (NYMEP), a NIST MEP network affiliate, regional center for New York's North Country for an Empire State Development grant for matching funds to install a superheater and an economizer in its facility.

**Solution:**

CITEC helped NFFP apply for the funds, administered the grant, and as required by the terms of the grant, is currently the owner of the equipment (which it leases to NFFP). In addition to the substantial energy savings achieved, the company also received through CITEC a \$94,000 reimbursement that paid for about 47 percent of the costs of the new equipment. During the first year of operation the company documented almost \$1.15 million in fuel cost savings and also reported substantial reductions in NOX emissions (82.6 tons) SO2 emissions (117.7 tons), CO emissions (7.6 tons), VOCs emitted (1.4 tons), and particulates emitted (30 tons), largely because of the 805,376 gallons in reduced fuel consumption.

**Results:**

\* Realized \$1.15 million in cost savings.

**Testimonial:**

"This was a great project and results were better than expected. Without the support of CITEC, our company may not of survived this economic down turn. I encourage everybody to explore the services and capitalize on CITEC knowledge."

Levi Durham, Maintenance Supervisor